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The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

THE TIMES FOUNDED 1884.
THE DISPATCH FOUNDED 1860.

RICHMOND, VA., SUNDAY, NOVEMBER 26, 1911.

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RICHMOND AND ITS TOBACCO MARKET

City Ever Been Recognized as Headquarters for Seductive Weed.

NEW HUTCHESON LEAF WAREHOUSE

Magnificent Concrete and Steel Building for Sale and Storage of Leaf Tobacco—Most Up-to-Date House of Its Kind in the South—The Storage Business.

BY FRANK S. WOODSON.

Ever since Richmond has been a town it has been a leaf tobacco market and a tobacco manufacturing center, and in all the years it has known no backset as such. Richmond is to-day handling more tobacco than ever before in its history. The manner of handling the business and the methods of the trade have undergone changes with the changes of the times, but this city has held its trade against all competing town and city and country markets.

In the days gone by very nearly all of the leaf tobacco that was marketed here came in barrels and hogheads and was sold by sample, the same being drawn from the packages by a sworn officer known as the inspector. The larger part of the leaf sold on this market is still disposed of by sample, but in recent years the selling of loose leaf on the warehouse floor just as it comes from the farmer's wagons and from his boxes and hogheads shipped by rail has become a feature of the market, and this business has reached mammoth proportions.

Growing Demand for Sun-Cured. These loose leaf sales are becoming larger and larger every year, and will continue to grow, for the sun-cured tobacco made in the plug is becoming more and more popular with the tobacco chewers of the world every day. This peculiar tobacco that has become so popular with the masticators of the weed the world over is grown in a restricted territory within ten or a dozen counties on the north side of James River and in easy reach of Richmond. The farmers in these counties who own the lands suitable for the growth of this type of the weed are increasing from year to year their acreage, so as to meet the growing demand for the sun-cured goods. The bulk of Richmond's loose leaf sales is of the sun-cured stock, the brights from the Piedmont sections and the dark and red shipping leaf from Southside Virginia being sold mostly in packages and by inspected samples.

Burley Trade in Richmond. However, within the last two or three years Virginia and West Virginia grown Burley and considerable quantities of the same type from Tennessee and Ohio and some from the Eastern section of Kentucky have been coming to this market to be sold in the loose state on the warehouse floor, and this branch of the business is growing, as it should do, for the Richmond factories and the buying agents of factories in several other towns use something over 30,000,000 pounds of Burley per year. Of course, they would rather buy the stock on this market where they can see it with their own eyes than to buy through agents in the Kentucky and Ohio markets, as they have to do unless the Burley comes to them. Last tobacco year fully 4,000,000 pounds of the Burley was sold in the loose state on the warehouse floor, and probably as much more was sold by sample by the commission men, and for the balance of this type necessary to meet their demands the manufacturers went to the Western markets.

It goes without saying that they would pay more for this leaf at home than if they had to go away to find it. Therefore the Burley business is bound to grow, and is growing, as fast as the farmers of West Virginia, Ohio and Kentucky learn of the advantages the Richmond market affords them.

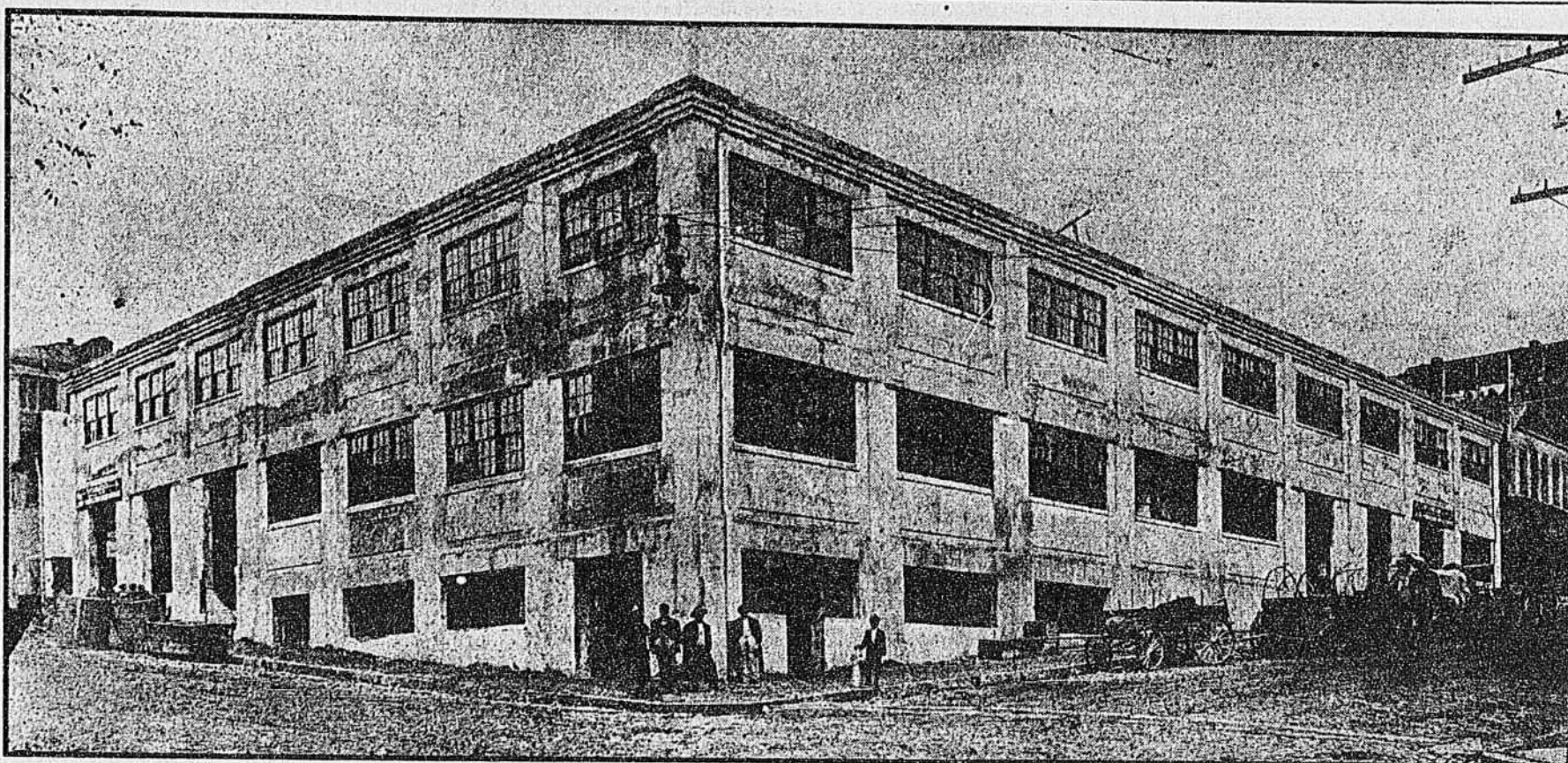
The loose leaf sales of Virginia tobacco in Richmond last tobacco year amounted to about 15,000,000 pounds, and the Burley loose sales carried the figures up to 13,000,000 pounds of tobacco.

Greater Facilities Required.

It must not be understood from this statement that the Richmond factories consume all of this raw material. The big tobacco business in the country that use the sun-cured and other types of Virginia and North Carolina tobacco have buyers on the market, and much of the leaf tobacco marketed here is manufactured into the chewing and smoking in other towns. All of the agencies for the purchase of leaf tobacco for foreign countries are located here, and the "Regie" buyers, as they are called, cut quite an important figure in the market. Richmond's leaf tobacco trade has been growing to such an extent that a large increase in the facilities for handling, selling and storing the weed has become a necessity, and the work of increasing these facilities has been going on at a rapid rate. The story has already been told in these columns of various new storage warehouses that have been built on both sides of the river, and of the plans being made by large manufacturers to provide more storage room and larger factories. The demand for increased facilities for the sale of the loose leaf is also being met.

The Hutcheson Warehouse. For many years, in fact, pretty much all of his life, Captain John A. Hutcheson has been in the tobacco business in this city. For twenty-five years he has been the proprietor of the Davenport Warehouse on the Fourteenth Street, where he did a large storage and leaf sales business. When the continued growth of his business necessitated larger and better quarters Captain Hutcheson looked for an ideal location, and found it

RICHMOND'S GREAT TOBACCO TRADE



HUTCHESON'S NEW MODEL LEAF TOBACCO WAREHOUSE, SIXTH AND CARY STREETS.



LOOSE LEAF ON FLOOR, READY FOR SALE.



AUCTION SALE OF LEAF IN PROGRESS.

RICHMOND LEADS IN TOBACCO TRADE

Largest Increase in Output of Chewing and Smoking—Cigarette Making Booms.

BUSINESS GROWS BY BOUNDS

Greatest Percentage of Enlargement in Whole Country Shown in This City.

The Western Tobacco Journal, in order to keep pace with the manufacture and sale of chewing and smoking tobacco, cigars, cigarettes and all forms of manufactured tobacco, but the internal Revenue Department of the government very closely. In its issue of last week it brings out these revenue figures for the month of September and compares them with the figures for the same month of last year. Then, summing up for the whole United States, the increase in the output of the tobacco, snuff, cigar and cigarette factories of the whole country for the month of September of this year over the same month of the previous year was shown to be very small. The journal undertakes to explain the small increase in the following manner:

"While the output for August was not unequalled there is shown a healthy increase over that of September, 1910. Inasmuch as the largest tobacco manufacturing company in the United States is now undergoing reorganization, and is naturally not making any more goods than are actually required, it would be reasonable to expect a pronounced decrease in production of all forms of manufactured tobacco, but a comparison of the months of September, 1911 and 1910, shows a decrease in large cigarettes only.

"While September was not a record month for the production of small cigarettes, a gain of 3 per cent. over September of last year is shown, which, under the circumstances, is very creditable. By the same comparison large cigars, which have not been progressing as rapidly as manufacturers would like to have them, gained less than 1 per cent., while small cigars show a 5 per cent. advance. Snuff and chewing and smoking tobacco increased 20 and 5 per cent. respectively."

Richmond's Better Showing. The above are the figures for all of the factories in the United States, including Richmond, taken as a whole. Now I can want to place by their side some figures that pertain strictly to Richmond, and they will show that Richmond is leading the whole country in increasing its tobacco trade. In the matter of cigarettes Richmond's output for the month of September was 19 per cent. over the output for the same month of 1910, while the gain for the whole country was only 3 per

RICHMOND NEEDS VEHICLE FACTORY

Views of a Man of Large Experience in Buggy Manufacturing Business.

WAGONS FOLLOW BUGGIES

How the Business Has Grown in Other Virginia and Carolina Towns.

In "Views and Near Views" last Sunday a hint was thrown out that Richmond is the logical location for a great wagon factory and the reasons for it were briefly set forth. The suggestion has been discussed not a little in Richmond during the past week, and a very interesting letter on the subject has reached the Industrial Section from a writer in another town. I regret that the writer, who has been in the buggy and wagon manufacturing business all of his life, requests that his name be not published. He says he is a modest man and dislikes to see his name in print, avowing all kinds of notoriety, but after reading "Views and Near Views" last Sunday he felt inclined to offer a suggestion or two himself, drawing on his own experience and his knowledge of the vehicle business.

Advice of Man of Experience.

"This gentleman says: 'A wagon factory is fine, when once started, but it will be four to five years before a wagon factory can pay good dividends. What Richmond ought to start out with is a large buggy factory. A well managed buggy factory will pay dividends the first year, and the performance of it will naturally follow in two or three years, without solicitation. Most towns having wagon factories were preceded by buggy factories. The buggy factory makes the dividends and encourages a wagon factory. It has long been a wonder to me that Richmond never had a wholesale buggy factory. Look back at old Cincinnati, where I originally came from. She turns out 200,000 jobs a year, which is more than the entire South produces. Let a buggy factory start in Richmond, and you soon will have the second, followed by a half dozen more, in a very short period, and all will be happy and making money. 'Look at Little Oxford, N. C. twelve years ago it had a factory turning out only twenty-five vehicles a month and to-day it has three factories turning out 1,000 per month. Oxford also has a wheel factory and body works, all successful. Look at Lynchburg; a few years back it had none. Now it has one of the largest factories in the South and they are figuring for the second. Look at Franklin, Va., in 1905 a company started there in a small way. It enlarged yearly, and to-day it

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

A Great Factory That Richmond Didn't Get. A Wail From Ohio—North Carolina Leads the Old Dominion—Keep Away From Wall Street—Back to Old Virginia.

BY FRANK S. WOODSON, Industrial Editor.

Old Virginia has started on their way rejoicing some of the greatest men who have blessed the country, and it has also been the birthplace of some other great things that went forth to bless the world. Cyrus McCormick, the inventor of the reaper, was a Virginian, and it was in his Virginia home he studied out the invention. Another man by the name of Burr, who was not a Virginian, thought he had discovered a reaper, too, and he and McCormick met at Curlew Neck farm, down on the James River, at harvesting time in the year 1835, to test their machines. The agricultural societies of the state were intensely interested in the matter, and a committee from the board of directors of the old Virginia Agricultural Society and Fair Association went down to Curlew Neck to act as judges of the contest. Burr, then of Cincinnati, then of New York, was a member of the committee, and made the trip to Curlew Neck in a buggy, the other day Mr. Burr, being in reminiscence mood, told me about the affair. A great crowd of country people and a greater crowd of city and town people were on hand to see the wonderful performance of wheat cut by machinery. Burr's reaper was no good, but McCormick's was proven to be a brilliant success. Armed with the committee's favorable report and the written story of the work of the reaper at Curlew Neck farm, McCormick came to Richmond and tried to get his enterprise financed, so that he could manufacture his machines in Richmond, but in those days our people were wonderfully conservative, and besides they had a habit of investing their surplus cash in "groes and lands, and a stock company could not be formed on McCormick's terms. The inventor went away with his papers and his reaper and experienced but little trouble in getting the money to manufacture the machines for sale. Any school boy knows the history of the reaper from that day to this, and also the history of various other kinds of farm machinery that quickly followed in its wake. The reapers are used all over the civilized world, and they have made vast fortunes for McCormick, his descendants and other people who were wise enough to take stock in them, and their manufacture is to-day perhaps the biggest industry in the world, but no reapers are made in Richmond.

The South in Wall Street. The Manufacturers' Record of last week tells the story of how a well known Virginian some twenty years ago sold valuable iron ore lands near Birmingham to the Tennessee Coal, Iron and Railroad Company for several million dollars, and then thinking he knew it all, that is, all about iron and coal and railroad stocks, went to New York to go up against Wall Street. He was quickly "aneared," and in a very few months he had not enough left to pay his railroad fare back to Alabama. This only illustrates that when the Southern man tries to play the Wall Street game he is very sure to leave all of his wool, as well as his cotton, in the hands of the manipulators in New York, who understand the game a good deal better than outsiders, and also leaves the record to throw out a hint that it is as wise as any that ever figured in this column and here it is:

"As though there were not sufficient opportunities in the South for the investment of money, it is said that many Southern and Western people have lately been completely taken in in the purchase of town lots on Long Island. If the people of the South would only retain at home the millions of dollars that they annually throw away in wildcat schemes of one kind and another and wisely advertised, wonderful world-revolutionizing patents in playing the cotton market in New York, where they are constantly artfully skinned, this section would get rich very much more rapidly than it is doing."

Virginia Versus Ohio.

An Ohio paper wails as follows: "It is said that farmers generally are holding their produce for better prices. This conclusion comes from this fact. The city banks are losing much of the deposits of the country banks, and the latter are needing the money, because the farmers are checking out theirs to produce for better markets."

That may be the situation, but nothing of the kind is going on down here in old Virginia. The farmers are getting better prices for their tobacco and hay and potatoes and some other things than they have obtained for several years, and they are selling their crops next year. It is true that the few planters who raise cotton are seriously considering Governor Mann's advice to form a kind of combine to hold their cotton, and buy more to put in the market and putting ready for big crops next year. It is true that the several years, and they are selling the banks and getting ready for big crops next year. It is true that the few planters who raise cotton are seriously considering Governor Mann's advice to form a kind of combine to hold their cotton, and buy more to put in the market and putting ready for big crops next year. It is true that the several years, and they are selling the banks and getting ready for big crops next year. It is true that the few planters who raise cotton are seriously considering Governor Mann's advice to form a kind of combine to hold their cotton, and buy more to put in the market and putting ready for big crops next year.

The city consumer is doing some kicking about the high prices of everything

FOREIGNERS OUR WAGE-EARNERS

Two-Thirds of American Workers Come From Beyond the Atlantic Ocean.

MOSTLY IN NORTH AND WEST

Southern and Eastern Europeans Supplanting Northern Europeans and Americans.

The extraordinary industrial development of the South has created a demand for labor which has already outgrown the local sources of supply and has led to the employment of recent immigrants in the mines of Virginia and in the blast furnaces and steel mills of Alabama. The tide of recent immigration has flowed westward, however, and the Southern and Eastern Europeans have come South in such small numbers that their presence is scarcely noticeable. A striking contrast is exhibited by industrial conditions in other sections of the United States. The mining and manufacturing localities of the North and West, especially those of New England and the Middle States, have been completely inundated by the influx of Southern and Eastern Europeans, and the original wage-earners, consisting of Americans and older immigrants from Great Britain and Northern Europe, have, in constantly increasing proportions, been displaced by these alien competitors. The resulting situation is of the greatest significance to the country as a whole, and especially to the South, which must form a decision as to the class of wage-earners which she will seek for her mines and factories.

Causes of Racial Displacements. The reason for this racial substitution of wage-earners in New England and in the West is found in the extraordinary expansion of American mines and manufacturing enterprises during the past thirty years, and the consequent demand for labor which has exhausted the native American and necessary to have recourse to the countries of Southern and Eastern Europe. The employment of recent immigrant races has been rendered possible by the development of new processes and mechanical inventions which, in a large measure, have eliminated the elements of skill formerly required of American wage-earners.

Races Employed North and West. The results of a recent investigation by the Federal government, including within its scope about three-fourths of a million industrial workers, has revealed the extent to which the representatives of different foreign races are employed in American mines and factories. Only one-fifth of the total

Several Pretty Large Sales. Last week H. S. Wallerstein made a bite in this quarter. He bought the store, No. 3 East Broad Street, now used as a warehouse, and it is said it stands him about \$20,000. In part payment he put in one of the numerous places he owns in various parts of the city, and the value in the trade at about \$10,000, making the entire transaction foot up \$30,000, and the agents who pulled off the double sale of the city, and the value in the commissions going and coming.

Willard & Bagby sold for M. L. Hoffheimer the big post-office on Harrison Street, known as City, for \$100,000, also forty feet of vacant ground on West Broad Street, for Mr. Hoffheimer, for \$10,000. E. P. Lohb was the purchaser of both properties, and he bought purely as an investment. Willard & Bagby tell of numerous other sales aggregating \$300,000, making a grand total for the week of \$380,000.

W. E. Purcell, Jr., Company made several good sales amounting to about \$1,000, but they are keeping to the particulars a secret for the time being. Golan & Nash sold \$12,000 worth of Monument Avenue property the past week, and also a 200-acre tract on the River Road, beyond Westhampton. It is understood that this property will be cut up into suburban plots, and in due time placed on the market for the benefit of buyers who want bigger space than a mere city lot, maybe one or two acres, to settle on. Soldon Taylor & Co. sold several good sized sales last week, but until all of the papers are signed, sealed and delivered the numbers of the firm will give no particulars.

Many other agents tell cheering stories of good business, but they become as taciturn as a post, and as dumb as an unsexed anvil when asked for sales.

(Continued on Second Page.)

REAL ESTATE AND BUILDING NEWS

More Activity and Business Than Was Noticeable Week Ago.

SOME BIG SALES; MUCH TRADING

Investors Look to West End for Residence Property to Bring Profits and to Broad Street for Business Sites—Whole Blocks Being Bought—Active South Richmond.

When the average real estate agent fails to count up his commissions for a week he thinks the business is dull, and so several of them thought things were quite dull last week, but to a man who is not used to big commission accounts or big accounts of any other kind the real estate business looks a pretty active last week, active about in spots. It is certain that some sales and trades of large dimensions were made, a good deal of property changed hands in one way and another, and as for the inquiry for real estate and business property, there was no end to it. The speculators or investors on both sides were very much in evidence. All of them did not actually buy, but they were all very earnest inquirers, and were watching things closely in every part of the city, especially in the western and northwestern parts and beyond the city limits towards the setting sun. The investors also have their eyes turned towards South Richmond, and there was unusual activity over the river, although the agents and the investors do not tell of any large deals that were actually made in that locality, but they all look wise and intimate that there are mighty things afoot in the string that are liable to fall of the consummated state at almost any time.

The big auction sale of lots in the Sheppard property has been the talk of the town since last Tuesday, and it is said that the gratifying results of the auction have thrown considerable animation all around in the regions west of the Boulevard and away out beyond Rosepath Road.

Large Sales in the West. Whether this be strictly true or not, the fact is that a pretty big trading deal was pulled off in Monument Annex beyond the B. & O. Main Street. By this trade Jerry Moran, owner of the 300 feet of Monument Annex and gave for it \$45 per front foot, at least 50 per cent. more than the same was bringing about a year ago. In part payment, Mr. Moran turned over to E. L. Hawkins, the seller, property on East Main Street, between Third and Fourth, which was resented \$15,000. Charles A. Ross Company engineered this good transaction.

About the same McCurdy & Johnson, pulled off a good sale of an entire block on Kensington Avenue, between Cleveland and Tilden Streets, and four blocks west of the Boulevard. The name of the purchaser has not been withheld by request, but the selling agents, it has leaked out that the deal was in the neighborhood of \$35 per front foot. Still further towards the setting sun several good lots are being watched with great interest by prospective buyers, and each day some good sales were made.

Veering to the Northward. A little to the northward there was good business, and not a little of lot selling in Virginia Place. One of the purchasers there the past week was a little fellow up in the northern part of New York City, who had been reading about Virginia Place in the Times-Dispatch.

Around in the same neighborhood the reliable Ginter Post Office was in line, and several deals were made, that delightful suburb. Then, too, the real estate activity loomed up last Monday when the sales were kept busy all day, and then for the remainder of the week, showing it around in the prospective buyers, and each day some good sales were made.

Investors and prospective investors in business property still look upon Broad Street as the place to make money in the long run, and considerable property along that thoroughfare is being watched with eagle eyes. Especially does the property between Brook Avenue and First Street look good. The speculators think the trade in this section is very active, and much travel from the north and west makes the outlook for better values in this locality pretty bright.

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